



UNCLASSIFIED



# IRAQI LIGHT ARMORED VEHICLES

## PRE-PROPOSAL CONFERENCE

### APRIL 19, 2006

## Delivery Factor

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## Delivery Factor

- Delivery Factor Proposal – Volume II
  - Manufacturing Facility information is due by April 21, 2006 – See L.3.2.2
  - Attachment 3, Delivery Questionnaire (See L.3.2.1), Key Tooling and Equipment (See L.3.2.3), and Production Approach (See L.3.2.4) are due by May 5, 2006
- Phase I Evaluation
  - First Ordering Period Quantity of 378 ILAV's must be delivered no later than 18 months after award
  - Offers which do not meet this requirement are considered deficient and **WILL** be rejected



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- Phase II Proposal Instructions (See L. 3.2)
  - Attachment 3, Delivery Questionnaire - 2 Page Spreadsheet
    - ❖ Sheet 1 requires offeror to provide production and delivery information
      - Offerors must fill in the spaces that are beige
      - Offerors must provide commitment letters from OEM's if your company is not the actual manufacturer of the ILAV
      - Offerors must provide quotes with delivery information for major components
    - ❖ Sheet 2 is the Offeror's proposed incremental delivery schedule
      - Offerors must provide their proposed monthly production schedule in 30 day increments



The Soldier and Ground Systems  
Life Cycle Management Command

## SAMPLE CALCULATION OF HARMONIC MEAN

# DAYS	30	60	90	120	Arithmetic Mean	Harmonic Mean
Schedule A	1	1	1	1	75	57.8
Schedule B	0	2	2	0	75	72.3
Schedule C	0	1	2	1	90	85.3
Schedule D	0	1	1	2	97.5	96.5

- Calculation of Harmonic Mean for Schedule A
  - $1/30 + 1/60 + 1/90 + 1/120 = 0.069444$
  - $4 \text{ vehicles} / 0.069444 = 57.8 \text{ Days After Contract (DAC) Average Delivery}$
- Calculation of Harmonic Mean for Schedule B
  - $2/60 + 2/90 = .05555$
  - $4 \text{ vehicles} / 0.05555 = 72.3 \text{ Days After Contract (DAC) Average Delivery}$
- The use of Harmonic Mean provides a means to compare two delivery schedules
  - Provides greater weight to deliveries earlier in the schedule



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- Phase II Evaluation (See M.2.3)
  - Subjective assessment of offeror's proposed delivery schedule and production approach
    - ❖ Evaluated for realism and risk in meeting offeror's proposed delivery schedule
    - ❖ Production approach – ability to manage, integrate and deliver the ILAV's and Contractor Logistics Support
  - The harmonic mean delivery time will be used **as a tool** in the evaluation of each Offeror's delivery proposal

## Delivery Factor - Miscellaneous

- Inspection/Acceptance/ is at Origin
- Operator's manuals must be over packed and delivered with the ILAV's
- One of the initial production ILAV's will be selected by the Government for the Shakedown Test
  - Contractor is responsible to ship ILAV to Government test site and return to contractor's facility after completion of test (See C.3)
- Subsequent Delivery Orders (2<sup>nd</sup> Year Ordering Quantity) will not be evaluated